

Message Text

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PAGE 01 BUCAR 00709 031337Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----031514Z 038428 /53
R 031253Z FEB 77
FM AMEMBASSY BUCHAREST
TO USDOC WASHDC
INFO SECSTATE WASHDC 1409

LIMITED OFFICIAL USE BUCHAREST 0709

E.O. 11652: N/A
TAGS: BEXP, RO
SUBJ: STATUS OF FLOUR CORP. PROPOSAL

REF: USDOC 1300

1. COMATT DISCUSSED SUBJECT PROPOSAL WITH IMPEXMIN DEPUTY DIRECTOR CORIOAN SONCADI ON FEBRUARY 1 (OVIDIU CALINESCU ALSO PRESENT). SONCADI ADVISED THAT NEGOTIATIONS FOR TURBO-EXPANDER PROJECT NOW IN FINAL STAGE. THERE SIX COMPANIES STILL IN COMPETITION: ONE FRENCH, ONE WEST GERMAN AND FOUR U.S., INCLUDING FLUOR AND J.F. PRITCHARD'S BRITISH SUBSIDIARY PRITCHARD RHODES. CURRENT TURBOEXPANDER PROJECT IS ROMANIA'S SECOND SUCH PROJECT. PREVIOUS ONE PURCHASED FROM PRITCHARD RHODES.

2. ACCORDING SONCADI, IMPEXMIN WANTS FLUOR TO SUBMIT QUOTE FOR ADDITIONAL TURBO-EXPANDER UNIT AND ALSO TO SUBMIT NEW PRICE QUOTATION (THIS REQUESTED OF ALL FINAL COMPETING FIRMS). ORIGINAL FLUOR BID APPARENTLY "SLIGHTLY" HIGHER THAN COMPETITORS, A FACTOR WHICH BY ITSELF WOULD ALMOST CERTAINLY CAUSE FLUOR TO LOSE CONTRACT EVEN THOUGH IMPEXMIN APPEARS IMPRESSED WITH COMPANY'S TECHNICAL CAPABILITIES.

3. SONCADI STATED THAT FLUOR REPRESENTATIVES FROM HOLLAND
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CONDUCTING NEGOTIATIONS WITH IMPEXMIN. THEIR LAST VISIT TO BUCHAREST WAS IN NOVEMBER. LAST IMPEXMIN COMMUNICATION WITH FLUOR WAS JANUARY TELEPHONE CONVERSATION. FLUOR REPS HAVE ALLEGEDLY BALKED AT SUBMITTING LOWER PRICE QUOTATION UNLESS THEY ASSURED THAT COMPANY WILL GET CONTRACT. MEANWHILE, IMPEXMIN HOPES SIGN CONTRACT IN FEBRUARY AND TO HAVE PLANT IN OPERATION BY END OF 1978.

BARNES

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 03-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BUCHAR00709
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770039-0111
Format: TEL
From: BUCHAREST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770278/aaaacqui.tel
Line Count: 63
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 09-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3422137
Secure: OPEN
Status: NATIVE
Subject: STATUS OF FLOUR CORP. PROPOSAL
TAGS: BEXP, RO
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/62d932cc-c288-dd11-92da-001cc4696bcc
Review Markings:
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